Budget 2019 - Summary

	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Operating Revenue	1,337,900	1,295,800	1,420,713	1,252,800	1,752,698	1,252,000	1,464,432
Operating Expense	(1,589,864)	(1,547,834)	(1,198,123)	(1,397,652)	(1,321,543)	(1,414,816)	(1,419,358)
Net Operating	**(251,964)**	**(252,034)**	**222,590**	**(144,852)**	**431,155**	**(162,816)**	**45,075**
Designated Revenue	334,000	406,000	379,952	399,000	603,747	404,000	566,818
Designated Expenses	(390,000)	(291,500)	(34,577)	(360,000)	(65,738)	(301,500)	(58,041)
Net Designated	**(56,000)**	**114,500**	**345,374**	**39,000**	**538,009**	**102,500**	**508,777**
Net Operating plus Net Designated	**(307,964)**	**(137,534)**	**567,964**	**(105,852)**	**969,164**	**(60,316)**	**553,852**

Operating - Budget 2019

	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Operating Revenues							
Fundraising Events (Schedule A)	479,600	492,000	400,610	509,000	454,227	509,000	499,176
General Donations	390,000	390,000	526,191	375,000	682,588	375,000	442,762
Donations in Honor & Memory	45,000	42,000	42,436	42,000	79,598	42,000	51,832
Associate Board Dues	1,500	-	-	-	-	-	-
Quarterly Newsletter Donations	60,000	60,000	33,983	60,000	89,655	60,000	71,783
Year-End Mailing	-	-	-	-	-	-	-
Direct Mail Income	275,000	260,000	256,002	220,000	299,562	220,000	285,280
Room Rental	20,000	20,000	16,570	15,000	20,980	15,000	19,295
Family Room Income	21,800	16,800	27,814	16,800	24,255	16,000	33,281
Adopt a Room Income	30,000	-	18,450	-	-	-	-
Interest & Dividend Income	15,000	15,000	98,658	15,000	101,832	15,000	61,024
Total Operating Revenue	**1,337,900**	**1,295,800**	**1,420,713**	**1,252,800**	**1,752,698**	**1,252,000**	**1,464,432**
Operating Expenses							
House Operations (Schedule B)	745,465	715,655	578,481	618,993	678,776	626,995	630,980
Family Room (Schedule B)	66,995	62,200	27,736	59,200	32,695	59,800	29,773
Administration (Schedule C)	175,631	225,194	140,334	212,129	229,475	220,691	227,609
Fundraising Events (Schedule A)	179,513	119,025	117,754	120,950	104,184	120,950	116,464
Communications (Schedule D)	260,400	271,000	123,775	221,500	226,710	221,500	219,379
Volunteer (Schedule E)	3,360	1,760	305	4,160	2,092	4,160	203
Human Resources (Schedule F)	18,500	13,000	5,836	20,720	6,384	20,720	7,922
Total Operating Expenses before Depreciation	**1,449,864**	**1,407,834**	**994,221**	**1,257,652**	**1,280,316**	**1,274,816**	**1,232,329**
Unrealized Gain McCIP	-	-	(87,242)	-	149,541	-	(47,037)
Depreciation Expense	140,000	140,000	116,660	140,000	190,768	140,000	139,992
Total Operating Expenses	**1,589,864**	**1,547,834**	**1,198,123**	**1,397,652**	**1,321,543**	**1,414,816**	**1,419,358**
Excess Operating Revenues	**(251,964)**	**(252,034)**	**222,590**	**(144,852)**	**431,155**	**(162,816)**	**45,075**

Designated - Budget 2019

	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Designated Revenue							
McDonald's Collection Boxes (75%)	230,000	300,000	139,521	255,000	283,161	255,000	255,269
McDonald's ProAm Golf	100,000	100,000	(1,680)	120,000	114,079	120,000	114,949
McDonald's World Children's Day	-	-	-	20,000	22,500	25,000	-
Restricted Coca Cola Funds	-	-	(3,416)	-	8,970	-	-
McCIP Interest & Dividends	1,000	1,000	6,661	1,000	10,537	1,000	6,742
Other Designated Income	-	-	6,800	-	13,500	-	53,200
Gifts & Grants for Building	3,000	5,000	232,066	3,000	151,001	3,000	136,657
Designated Revenue	**334,000**	**406,000**	**379,952**	**399,000**	**603,747**	**404,000**	**566,818**
Designated Expenses							
House Equipment and Furnishings	50,000	50,000	3,138	50,000	5,405	50,000	4,471
House Refurbishing	300,000	150,000	31,439	200,000	23,086	145,000	9,961
McDonald's Drive Thru Canisters	-	1,500	-	15,000	-	1,500	-
McDonald's Canister Pick Ups	-	50,000	-	55,000	30,690	60,000	40,755
Other Designated Expenses	-	-	-	-	6,558	-	2,854
Capital Campaign Consultant	25,000	25,000	-	25,000	-	30,000	-
Capital Campaign Feasibility Study	15,000	15,000	-	15,000	-	15,000	-
Total Designated Expenses	**390,000**	**291,500**	**34,577**	**360,000**	**65,738**	**301,500**	**58,041**
Excess Designated Revenue	**(56,000)**	**114,500**	**345,374**	**39,000**	**538,009**	**102,500**	**508,777**

Schedule A
Fundraising Revenue & Expense - Budget 2019

Fundraising Revenue	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Telecast	100,000	120,000	93,108	125,000	98,586	125,000	157,013
Golf Ball	65,000	60,000	54,465	60,000	47,467	60,000	46,648
Hustle for the House	55,000	55,000	53,808	55,000	72,754	55,000	30,598
McDonalds 365, Coinstar, USA Today	30,000	25,000	49,837	40,000	10,477	40,000	9,096
The Triple Sip	26,000	26,000	25,896	25,000	26,301	25,000	22,005
Red Shoe Crew	-	-	-	2,000	-	2,000	-
Giving Tree Income	10,000	10,000	5,325	9,000	6,704	9,000	15,505
Pull Tabs	6,000	10,000	3,249	13,000	6,319	13,000	8,983
Share A Night	10,000	15,000	175	20,000	1,142	20,000	15,523
Fabulous Night at Flemings	-	-	-	-	-	-	1,638
Kids & Clays Sporting Clays	45,000	35,000	31,550	30,000	45,471	30,000	30,604
Vehicle Donation	1,500	2,000	-	2,000	1,210	2,000	-
T-Shirt Sales	1,100	-	1,028	-	-	-	-
Annual Benefits							
Dillards	11,000	13,000	10,462	20,000	12,482	20,000	18,434
Tennessee Trucking	11,000	11,000	13,837	10,000	10,432	10,000	11,019
ADPi	18,000	20,000	13,891	13,000	28,897	13,000	17,633
Outside Benefits							
Miscellaneous Events	80,000	80,000	43,979	75,000	74,754	75,000	106,977
Wells Fargo Golf	-	-	-	-	11,230	-	7,500
Southwest Airlines Golf	10,000	10,000	-	10,000	-	10,000	-
Total Fundraising Revenue	**479,600**	**492,000**	**400,610**	**509,000**	**454,227**	**509,000**	**499,176**

Schedule of Telecast Expense	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
TV Cost	28,000	28,000	28,000	28,000	28,000	28,000	30,000
Postage	270	300	260	450	270	450	565
Phones	1,000	1,000	-	1,000	-	1,000	-
Printing	250	250	1,258	250	-	250	-
Office Supplies	1,000	1,000	-	100	-	100	-
Recognition	500	500	316	500	-	500	382
Hospitality	1,000	1,000	1,017	800	1,087	800	1,127
VIP	-	-	47	-	-	-	-
Total Telecast Expenses	**32,020**	**32,050**	**30,899**	**31,100**	**29,358**	**31,100**	**32,074**

Schedule of Golf Ball Expense	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Tournament Cost	7,200	14,000	-	15,000	14,185	15,000	7,140
Food	7,500	7,500	597	6,000	483	6,000	7,471
Beer/Wine/Liquor	200	200	240	100	158	100	159

Player Gift	5,500	-	3,000	-	5,625	-	6,195
Printing	1,000	1,000	-	1,000	5	1,000	-
Hole Sign Printing	250	400	293	150	222	150	314
Postage	600	500	589	200	185	200	441
Awards	2,500	3,000	2,623	3,100	2,418	3,100	2,833
Hole In One Insurance	1,200	1,400	1,240	1,400	1,110	1,400	1,370
Total Golf Ball Expenses	**25,950**	**28,000**	**8,581**	**26,950**	**24,392**	**26,950**	**25,922**

Schedule of Triple Sip Expenses	**2019 Budget**	**2018 Budget**	**2018 As of 10/31**	**2017 Budget**	**2017 Actual**	**2016 Budget**	**2016 Actual**
Food	900	900	1,077	1,500	1,011	1,500	729
Location Rental/Cleaning	2,750	2,500	2,750	1,800	2,500	1,800	2,850
Printing	400	800	391	1,600	730	1,600	1,134
Postage	400	500	358	300	490	300	898
Liquor License	350	100	350	100	100	100	100
Rentals	1,000	1,000	1,253	1,000	837	1,000	837
Entertainment	300	300	300	300	-	300	600
Parking	-	-	-	600	-	600	-
Advertising/PR	1,000	1,000	661	250	663	250	1,000
Wine Glasses	1,000	1,000	822	1,000	629	1,000	784
Total D'Vine Selection Expenses	**8,100**	**8,100**	**7,962**	**8,450**	**6,960**	**8,450**	**8,932**

Schedule of Hustle for the House Expense	**2019 Budget**	**2018 Budget**	**2018 As of 10/31**	**2017 Budget**	**2017 Actual**	**2016 Budget**	**2016 Actual**
Road Closure Cost / Police Security	6,000	6,000	5,825	5,000	5,832	5,000	5,118
Start Finish / Chip Timing	2,700	2,700	-	2,700	2,169	2,700	2,486
Bibs	600	600	24	600	906	600	339
Food	900	900	835	700	1,335	700	894
Rentals	800	750	818	300	809	300	709
Awards	1,300	1,400	1,525	1,300	532	1,300	1,459
Printing	50	150	450	100	51	100	194
Postage	50	-	0	-	-	-	-
Signage Printing	400	300	0	350	660	350	197
Participants Shirts	6,000	5,000	6,248	6,500	5,329	6,500	4,555
Entertainment	225	225	225	400	225	400	225
PortaJohns/Cones/Barricades	1,500	1,700	1,825	1,500	1,375	1,500	1,660
Volunteer Shirts	300	300	-	400	379	400	294
Total Hustle for the House Expenses	**20,825**	**20,025**	**17,775**	**19,850**	**19,600**	**19,850**	**18,128**

Schedule of Kids & Clays Expenses	**2019 Budget**	**2018 Budget**	**2018 As of 10/31**	**2017 Budget**	**2017 Actual**	**2016 Budget**	**2016 Actual**
Shooters Cost + C&C per shooter	8,000	7,000	-	5,050	1,380	5,050	4,689
Food	1,900	3,000	318	3,000	1,847	3,000	2,219
Tournament Cost/Entertainment	-	1,000	-	300	-	300	527
Shooter/Volunteer Shirts	2,100	2,000	-	200	2,041	200	1,418
Printing	400	500	-	1,000	397	1,000	429
Stand Sign Printing	250	400	-	250	172	250	774
Postage	250	250	156	200	251	200	213
Awards	1,100	900	825	600	825	600	1,490

Side Games	400	350	-	350	39	350	68
Shipping	200	250	-	100	-	100	-
Rentals	1,600	100	-	100	7,907	100	2,325
Insurance	1,000	1,000		1,000	-	1,000	-
Safety Officers	1,300	1,500	-	-	-	-	-
Total Golf Ball Expenses	**18,500**	**18,250**	**1,299**	**12,150**	**14,858**	**12,150**	**14,150**

Other Fundraising	**2019 Budget**	**2018 Budget**	**2018 As of 10/31**	**2017 Budget**	**2017 Actual**	**2016 Budget**	**2016 Actual**
Fundraising Salaries	46,310	-	36,556	-	-	-	-
Fundraising Benefits & Taxes	18,208	-	11,472	-	-	-	-
Other Fundraising Expenses	5,000	5,000	659	4,000	2,883	4,000	943
T-Shirt Sale Expenses	1,000	-	1,269	-	-	-	-
Giving Tree Expenses	900	900	616	700	745	700	1,039
Pull Tab House Expenses	700	700	65	750	393	750	9,139
Red Shoe Crew Expenses	-	-	-	500	-	500	-
County Campaign Expense	1,000	1,000	-	1,000	-	1,000	-
Birthday Party Expenses	-	-	-	15,000	-	15,000	6,136
Online Fundraising Expenses	1,000	5,000	600	500	4,995	500	-
Total Other Fundraising Expenses	**74,118**	**12,600**	**51,237**	**22,450**	**9,016**	**22,450**	**17,258**

Schedule B
House Operations Expense - Budget 2019

	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
House Operations Expense							
House Salaries	359,134	362,920	282,695	301,028	326,964	328,526	317,642
House Benefits & Taxes	138,866	112,345	90,852	109,315	143,447	131,294	120,699
Night Security Guard ($18 per hour, 7 hours per day, 365 days)	45,990	45,990	35,713	-	5,279	-	-
Additional Human Resources Assistance 1/2 in House Ops	-	-	-	-	-	-	-
Electricity	41,000	41,000	31,643	41,000	38,819	41,000	42,081
Telephone	25,000	25,000	24,330	25,000	31,969	23,000	29,664
Water / Sewer	18,500	17,000	13,336	17,000	18,735	17,000	19,780
House Supplies	2,000	2,000	1,962	2,000	1,097	2,000	1,401
Maintenance / Service & Contracts	22,100	18,000	26,053	18,000	17,545	18,000	14,805
Insurance	25,000	25,000	24,447	23,200	23,890	21,000	25,524
Gas	10,000	10,000	7,866	13,000	7,224	13,000	8,594
Van Insurance / Tags	1,600	1,600	101	1,600	224	1,600	741
Janitorial Services	34,000	34,200	25,706	50,200	47,559	16,000	35,153
Mileage / Van Gas	1,600	1,600	1,634	1,600	515	1,600	490
Education / Travel / Meals	1,000	1,000	373	1,000	390	1,000	1,846
Postage	400	300	352	500	369	550	172
Temporary Labor	500	500	-	500	-	500	-
House Forms / Printing	1,200	700	464	500	1,252	500	-
Alarm Contract	300	300	225	300	300	425	300
Alarm / Elevator Permits	225	250	160	250	105	250	225
Adopt-a-Room Expenses	1,200	-	-	-	-	-	-
Family Emergency Fund	500	500	-	500	120	500	-
Parents Night Out	-	-	-	-	-	-	2,581
Milk for Families	3,000	3,500	1,300	3,500	2,496	3,500	7,633
Computer Accessibility/Atiba	6,000	6,000	5,553	3,500	4,343	3,500	1,079
Family Background Checks	2,250	2,250	1,450	2,250	1,950	1,500	-
Open House	1,500	1,200	84	750	1,580	750	-
Pet Therapy Dog	2,600	2,500	2,183	2,500	2,604	-	569
Total House Operations Expense	745,465	715,655	578,481	618,993	678,776	626,995	630,980
Family Room Income							
Sponsors/Grants - VCH	20,000	16,000	22,784	16,000	23,459	16,000	32,212
Sponsors/Grants - Other Family Rooms	1,000	-	5,000	-	-	-	-
Donations in Family Room	800	800	30	800	796	-	1,069
Total Family Room Income	21,800	16,800	27,814	16,800	24,255	16,000	33,281
Family Room Expenses							
Staff/Volunteer Background Checks (@ $ 52 each)	100	100	-	100	-	200	300
Staff/Volunteer Shots (30 x $227) (40 x $40)	100	200	-	300	-	300	-
Sign-In Forms & Office Supplies	300	100	-	100	297	100	-
VCH Family Room - Food / Kitchen Supplies (12 x $500)	10,000	10,000	7,450	10,000	8,392	12,000	2,353
Other Family Room Food / Kitchen Supplies (12 x $208)	2,500						
Replacement Furnishings/Equipment/Dish Towels/Mugs	20,000	10,000	-	7,000	1,720	3,000	-
Volunteer Recognition	200	200	660	200	-	200	248
Family Room Computer/Ink	400	500	-	200	455	200	-
Family Room Salaries	30,000	30,000	14,342	30,000	15,909	32,000	20,332
Family Room Benefits & Taxes	2,295	10,000	4,484	10,000	4,963	10,500	5,579
Milk for Families	1,100	1,100	800	1,300	960	1,300	960
Total Family Room Expenses	66,995	62,200	27,736	59,200	32,695	59,800	29,773

For Internal Use Only

Schedule C
Administration Expense - Budget 2019

Administration Expense	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Administration Salaries	77,014	117,105	60,992	114,140	113,442	114,084	118,088
Administrative Benefits & Taxes	30,642	42,814	24,120	38,064	53,316	41,307	44,833
Bookkeeping Service / Audit / Legal ($30/hour)	25,000	25,000	20,974	23,000	23,280	23,000	22,525
Additional Human Resources Assistance 1/2 in Administration	-	-	-	-	-	-	-
Printing	2,000	2,000	717	2,000	1,861	2,000	976
Postage - General	2,000	2,500	808	2,500	956	3,000	2,196
Supplies - General Office	3,000	3,000	2,073	3,000	2,367	3,000	5,199
Color Printer Ink	1,000	1,000	436	1,000	103	1,500	1,129
Office Equipment	2,000	3,000	250	1,000	707	1,000	844
Computer Maintenance/Atiba	4,500	3,500	3,743	2,500	8,237	5,800	6,108
Postage Meter	1,500	2,000	1,234	2,000	938	2,600	1,175
Annual Bulk Mail Permit	225	225	-	225	-	250	215
Education / Travel: Executive Director/Development Director	1,500	1,500	3,971	1,500	-	1,500	2,211
Plaques and Other Recognition	2,000	1,500	4,104	1,000	1,854	1,300	646
Mileage Expense Allowance	100	100	-	100	-	100	-
Meals and Entertainment	750	750	60	700	1,208	700	1,971
Professional Membership / Journals	1,500	1,500	990	2,000	830	2,000	1,718
State Solicitation Permit	400	300	281	300	441	350	596
Payroll Service	9,500	9,400	7,547	9,400	9,489	9,700	9,677
Regional Conference	-	-	-	-	-	-	-
Bank Charges & Credit Card Fees	11,000	8,000	8,035	7,700	10,447	7,500	7,500
Total Administration Expense	175,631	225,194	140,334	212,129	229,475	220,691	227,609

Schedule D
Communications Expenses - Budget 2019

Communication Expenses	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Newsletter Printing (4 @ $ 8000)	17,000	33,600	9,325	22,300	26,491	22,300	24,555
Newsletter Postage (4 @ 3500)	7,000	15,000	3,467	14,600	9,671	14,600	7,098
Newsletter Bulk Mail/Label Service (4 @ 1875)	5,000	10,000	2,508	9,700	6,397	9,700	10,176
Direct Mail Appeal Expense	200,000	200,000	99,883	152,000	178,541	152,000	158,900
Promotional Ads & Materials	15,000	2,000	346	1,000	49	1,000	-
Open House	1,400	1,400	-	750	-	750	1,112
Family Room Brochure (1000 x $.20)	1,000	1,000	-	-	-	-	-
House Brochure (5,000 x $.20)	1,000	1,000	156	1,000	-	1,000	-
General Social Media / Publications Promos	2,000	-	180	1,000	180	1,000	39
World's Childrens Day/Pull Tab Challenge	100	100	-	100	-	100	-
RMH "101" Open House	500	500	-	400	-	400	-
Website Administration/Atiba	10,000	6,000	7,912	18,500	5,316	18,500	17,178
E-newsletter service	400	400	-	150	65	150	319
Total Communications Expenses	**260,400**	**271,000**	**123,775**	**221,500**	**226,710**	**221,500**	**219,379**

Schedule E
Volunteer Expenses - Budget 2019

Volunteer Expenses	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Recognition - Promo Gifts	2,000	1,200	-	1,800	1,976	1,800	152
Postage	50	50	28	50	29	50	51
Name Tags	1,000	200	-	200	-	200	-
Volunteer Award Board	90	90	277	90	87	90	-
Volunteer Training Manual	20	20	-	20	-	20	-
Volunteer Background Checks	200	200	-	2,000	-	2,000	-
Total Volunteer Expenses	**3,360**	**1,760**	**305**	**4,160**	**2,092**	**4,160**	**203**

Schedule F
Human Resources Expenses - Budget 2019

Human Resource Expenses	2019 Budget	2018 Budget	2018 As of 10/31	2017 Budget	2017 Actual	2016 Budget	2016 Actual
Annual Board Event	3,500	3,000	-	3,000	205	3,000	2,091
Directors & Officers Insurance	3,000	2,200	2,907	2,220	2,220	2,220	-
Personnel	2,500	2,500	-	2,500	1,480	2,500	-
Meetings	2,500	2,300	2,411	2,000	2,479	2,000	2,178
Strategic Planning	4,000	3,000	286	11,000	-	11,000	3,653
Associate Board Expense	3,000	-	232	-	-	-	-
Total Human Resource Expenses	**18,500**	**13,000**	**5,836**	**20,720**	**6,384**	**20,720**	**7,922**